

# TERRITORY SALES MANAGER - DIABETES SOLUTIONS STOCKHOLM

*Posted on 18 januari, 2024*

**Company Name** Medtrum AB

**Location** Stockholm

## **Job Description**

Are you ready to make a meaningful impact in the lives of individuals with diabetes? Join Medtrum AB, a pioneering company at the forefront of diabetes care innovation. We're seeking an exceptional Territory Sales Manager to drive our revolutionary products across the Stockholm region.

## **Role Overview:**

As a Territory Sales Manager, you'll play a crucial role in developing and executing sales strategies, with a focus on acquiring new customers and identifying growth opportunities. You'll be responsible for managing and expanding the sales within the territory, meeting or exceeding sales targets, and fostering key relationships with clinical and non-clinical stakeholders.

## **Key Responsibilities:**

- Identify and capitalize on new business opportunities within the defined sales area.
- Develop and execute strategies to maximize market share.
- Deliver high-quality training for patients initiating Medtrum products.
- Cultivate and maintain successful relationships with key customers and end-users.
- Consistently demonstrate expertise in Medtrum products and related diabetes therapies.

## **Requirements:**

- Bachelor's degree and a minimum of 3 years' successful sales experience in the medical industry.
- Sales experience in the insulin pump market
- Preferred: Sales experience in the insulin pump and/or continuous glucose monitoring (CGM) market.
- Knowledge of diabetes therapy, disease state, and related therapies.

- Demonstrated relationships with Endocrinologists strongly preferred.
- Entrepreneurial mindset, courage, and a can-do attitude.
- Strong presentation and relationship-building skills.
- Self-motivated with the ability to work autonomously.

### What We Offer:

- Competitive salary with performance-based incentives.
- Opportunities for professional development and growth.
- Collaborative and innovative work environment.
- Make a difference in the lives of those with diabetes.

If you're passionate about making a positive impact and have a proven track record in medical sales, we invite you to apply for this exciting opportunity. Join us in shaping the future of diabetes care!

If you have questions regarding Medtrum or this open position you are welcome to contact our recruitment partner at Moveup Consulting AB: Jonatan Svensson-Borssén, [Jonatan.svensson@moveup.se](mailto:Jonatan.svensson@moveup.se), +46 707 25 73 96 or Daniel Kremer, [Daniel.kremer@moveup.se](mailto:Daniel.kremer@moveup.se), +46 733 - 87 27 24. We are looking forward to your application, CV and cover letter. Please apply by sending your application to [Jonatan.svensson@moveup.se](mailto:Jonatan.svensson@moveup.se).

*By submitting your application, you also consent to us storing your personal data, including CV & cover letter and the right to share this information with third parties (our client). You can revoke the consent when ever you want.*

### Om företag

**About Medtrum:** [Medtrum AB](#) develops and commercialises innovative solutions to improve the lives of people with diabetes. We develop and deliver medical devices that aim to meet the needs of people with diabetes, create tools to support healthcare professionals whilst exploring the frontiers in artificial pancreas research. The company led the development of a series of revolutionary products that completely changed the way the diabetes is treated.

Read more [here](#).

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